

Early Registration

Registration deadline is Oct. 3

NAME(S) _____

REPRESENTING _____

ADDRESS _____

CITY _____ STATE _____

PHONE _____

E-MAIL _____

Although Senator Dorgan's Roundtable is free and open to the public, there is a cost for booth space and the meals.

Please indicate the number attending the meals and booth spaces requested:

Booth Space (Oct. 24)

Includes company profile in North Dakota company directory, 8 ft. table and skirting, and an opportunity to meet one-on-one with federal and prime contractors.

_____ X \$500.00

_____ I will need access to an electrical outlet

Meals, per person, includes social, lunch and breakfast

_____ X \$20.00

Total Cost \$ _____

Send completed form and check written to:

Aerospace & Defense Manufacturers Roundtable

c/o Clearwater Communications

PO Box 2599, Bismarck, ND 58502

Phone (701) 355-4458 • Fax (701) 223-4645

Accommodations

A block of rooms has been reserved for Oct. 23-24 at the Ramada Plaza Suites & Convention Center, 1635 42nd Street SW, Fargo.

Prices are \$84 (plus tax) Single or Double Suite and \$74 (plus tax) for a Single or Double room.

Reserve your rooms by calling
(701) 277-9000 by Oct. 3.

*Remember to mention that you are with the
Aerospace & Defense Manufacturers Roundtable
to receive the special rate!*

U.S. Senator Byron Dorgan's Aerospace & Defense Manufacturers Roundtable

October 23-24, 2005

**Ramada Plaza Suites
& Convention Center, Fargo**



Sponsored by:

**New Economy Initiative
Aerospace Power Group
Greater North Dakota Chamber
of Commerce**

Join us at the 2005 Aerospace & Defense Manufacturers Roundtable!



During this six-hour action summit, co-sponsored by the New Economy Initiative Aerospace Power Group and the Greater North Dakota Chamber of Commerce, specialists from the U.S. Department of Defense, prime contractors, and successful

North Dakota companies will share their experience and expertise with companies that want to become suppliers and subcontractors.

North Dakota companies that attended the 2002 and 2003 events have won upwards of \$38 million in contracts. These contracts provide opportunities for additional North Dakota companies to become qualified subcontractors for those who were recently awarded contracts.

Be sure to attend the 2005 Aerospace & Defense Manufacturers Roundtable as it holds promise for additional North Dakota companies to secure new contracts!

Sincerely,

U.S. Senator Byron L. Dorgan

Tentative Schedule

Sunday, October 23

4:00-6:00 p.m. Display/booth set-up

6:30-8:00 p.m. Networking Social

Monday, October 24

7:30 a.m. Registration

8:00 a.m. **Opening Breakfast:** Keynote Address by U.S. Sen. Byron Dorgan

9:00 a.m. **Contracts for Small and Minority-Owned Businesses** Panelists will explain how North Dakota companies can take advantage of programs that give government agencies and prime contractors incentives to buy from small and minority-owned businesses.

- Elton W. "Mick" Ringsak, Regional Administrator, Small Business Administration
- Patrick J. Roybal, Supplier Diversity Administrator, Lockheed Martin Space Systems Co.
- Professional staffer from the U.S. Senate Small Business Committee (Invited)

10:00 a.m. Break

10:15 a.m. **North Dakota Success Stories** North Dakota companies will share how they have been able to get contracts from the Department of Defense and other prime contractors.

- Bill Elmquist, President, Technology Applications Group, Grand Forks
- Tom Kenville, President and CEO, Mid-America Aviation, West Fargo
- David Steffen, Director of Marketing, Sioux Manufacturing Corporation, Fort Totten

11:10 a.m. **Goodrich Cargo Systems Successes**
• Timothy M. Dumbauld, Vice President and General Manager, Jamestown

11:30 a.m. **What Prime Contractors Look For** Panelists will talk about the characteristics that separate successful subcontractors from unsuccessful ones.
• Patrick J. Roybal, Supplier Diversity Administrator, Lockheed Martin Space Systems Co.

- Thomas E. Vice, Senior Vice President for Business Development, Northrop Grumman
- Ken Kotloski, Corporate Purchasing Agent, Oshkosh Truck Corporation

12:30 p.m. **Networking Luncheon/Tradeshow**
An opportunity to network with large company representatives and fellow North Dakota companies during a stand-up lunch in the exhibit area.

2:00 p.m. **Quality Assurance Counts**
Panelists will discuss what you need to do when subcontracting with prime contractors.
• Leroy Burgau, Sr. Supply Chain Representative, Goodrich Corporation
• Tom Vranish, Prime Contract Manager, Mid-America Aviation
• Janine Johnson, Regional Manager, CRS Registrars

2:30 p.m. **"How to" Breakouts:**
Establishing Quality Assurance Systems
• Tom Vranish, Prime Contract Manager, Mid-America Aviation
• Janine Johnson, Regional Manager, CRS Registrars

Finding and Bidding Contracts
• Mike Sellers, President, TMS Aerospace
• Tom Vranish, Prime Contract Manager, Mid-America Aviation

Securing, Enjoying and Financing Contracts
• Larry Mandigo, Branch President, Ramsey Bank
• Elton W. "Mick" Ringsak, Regional Administrator, Small Business Administration

3:30 p.m. **"How to" Breakouts:**
(Repeat of 2:30 p.m. Breakouts)
Establishing Quality Assurance Systems
Finding and Bidding Contracts
Securing, Enjoying and Financing Contracts